HELP WANTED ADVERTISEMENTS

FEMALE HELP WANTED.

MOTHER'S helper or nurse, white, for 2 young children; references required, Reu-bens, 826 W. 83d. Schuyler 6465. WILEMEMAIL, dependence to baby and parture boy 4; must love children, references required; \$55-\$60. Wessell, 1 West 83d st., N. Y. C.

NUIRRE, white, for little girl, 3 years; must
be very competent, best references required. Apply till 2 o'clock Sunday, Luchs,
600 W. 114th st.

NURSE, dependable, white, to take care of
baby and boy of 4, references required;
salary, 50 to 855. Apply on Monday, apartcent 1-E. I West 85d st.

NURSE, experienced, for infant d months
old, to take full charge; first class references required, 970 Park av., corner 85d.

NURSE, 870, experience unnecessary, Ag cy,
685 6th av.

SALESWOMEN WANTED.

Those thoroughly experienced can secure permanent positions with salary and commissions on all sales for the salary collection of the salary colle

ADAMS-FLANIGAN CO., 150th st. and Sd av., Bronx.

SALESWOMEN for the following departments: TOYS, HOLIDAY DEPARTMENTS, SPECIAL TABLES.

H. C. F. KOCH & CO., INC., 125TH STREET, WEST.

SALESWOMEN WANTED.

Too collect your commission upon sale: \$5 made on every order, women selling our Concord Unfermented Grape Juice are making an average of \$25 a day. Apply for particulars after 2 P. M. Eastern Graps Juice Co., Room 301, 1441 Broadway.

SALESWOMEN for New York and vicinity to solicit the retail dry goods and drug trade on a specialty hair curier; good opportunity for the right party; salary or commission. A. Steinhardt & Bro., Broadway and 17th at. SALESLADIES, wages \$12 a week and up-wards, according to sales. Call Weisbeck-

wards, according to sales. Call Weisbeck-er, 270 West 125th st. ECRETARY-STENOGRAPHER opening for

wards, according to sales. Call Weisbecker, 270 West 125th st.

SECRETARY-STENOGRAPHER opening for
refined Christian woman without encumbrances, now or soon unemployed, as resident secretary in comfortable uptown home.
State qualifications. References exchanged
Box 1, Station J, New York.

SECRETARY, neat, active. New York postdion, 25 years, \$25: permanent position.
Smart Agency, 367 Fulton st., Brooklyn.

ECCIAL WORKER-The Education Alliance,
a Jewish philantropic and educational
institution, requires an assistant to the head
of the department of Mothers Club; a young
woman, not less than 28 years of age,
familiar with the people and the conditions
on the East Side; able to speak Yiddish and
good English; will be offered an opportunity
for development. She will be required to be
on duty in the late afternoons and four or
five evenings during the week; salary \$1,900
per annum. If you wish your application
to receive attention, please give following
information: Age, education, positions held,
length of service in each; peferences
should be addressed to Dr. Henry Fleischman, 197 East Broadway, New York etty.

STENOGRAPHER Christian, to take speedy
dictation, good grammaria, careful punctuation; opportunity for wide awake girl;
salary 320. Box 690, 1340 Broadway;
TENOGRAPHER Christian, to take speedy
dictation, good grammaria, careful punctuation; opportunity for wide awake girl;
salary 320. Box 690, 1340 Broadway;
TENOGRAPHER Christian, to take speedy
dictation, good grammaria, careful punctuation; opportunity for wide awake girl;
salary 320. Box 690, 1340 Broadway;
TENOGRAPHER wanted; must have at
least five years' experience, preferably in
law office; kindly state references reference
and shary, own handwriting, V 670
Herald, 280 Bway.

STENOGRAPHER wanted; must have at
least five years' experience, preferably in
law office; kindly state references and salary
expected. C 1326 Herald, Bronz.

STENOGRAPHER by investment bond house
opening New York office; bright, expericool woman, state are, f

TTENOGRAPHER by investment bond house opening New York office; bright, experi-enced woman; state age, faith, experience, olintmum salary. G 2015 Herald, Herald sq. TENNOGRAPHER, experienced operating Oliver machine; salary \$18. Call after 6 A. M., Room 1147, 225 5th av.
TOCK CLERK, experienced handling small stock articles; splendid opportunity for ide awake sirl. Call 12th floor, 141 West 5th st. N. Y.

CACHER, Washington Heights; spare time; organizing work. P 1717 Herald, Washing-

Typist as bill clerk and Christian firm; young lady; state age, experience and salary expected; permanent posi-tion. G 2014 Herald, Herald sq.

TYPIST and clerk in dewntown bank; must be good offerstor as high class work to required. Give age and experience. R 596 Herald.

WOMEN-REFINED.

Women of good address, pleasing personality and wide personal sequentance, who are earnestly destrois of obtaining employment that the commendal and very profitable. Full or part time.

We are the largest producers of jams and jeliles in America, with a line of delictois fruit-products now distributed by over 30,000 stores.

Opportunities are open in severa separtments for saleswomen, intro-incing our products and developing publicity. No house-to-house canvass-ing. Dignified and pleasant.

YOUNG GIRL wanted for filing in expert office with some knowledge of typewriting, statesalary. Box H. C., 22 Bridge st., N. V.

B WAY EXCHANGE AGENCY, 1482 B WAY, ROOM 810. Heorganized and under new management MICPRED D. MACFARLANE, PROP. JESSIE POWELL ARNOLD, MGR. BROOKLYN PLACEMENT BUREAU.

COURT SQUARE, BROOKLYN.

Brooklyn Position for Brooklynites.

FEMALE HELP WANTED.

Employment Agency-Domestic.

TRADEMARK OF LAZARE'S:
FREE SERVICE,
SATISFACTION
REPUTATION OF LAZARE'S:
THE LARGEST.
THE MOST RELIABLE.
LAZARE EMPLOYMENT AGENCY,
Lexington av. and 72d st., New York city.

LANG & BOECHERER CO., 43 WEST 33D ST.
ESTABLISHED 1890.
Cooks, chambermaids, waitresses, kitcher

old, to take full charge: That class of the concess required \$10 Park av., corner \$3d.

**CHRSE, \$70, experience uniccessary. Ag'cy, 687 6th av.

Operators wanted, experienced on kimonos. Apply \$53 Jay st., sixth floor, Brooklyn.

Brooklyn.

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Brooklyn.**

Brooklyn.**

Brooklyn.

**Brookl

MES EMILY MASON EMPLOYMENT AGENCY 47 EAST 44TH ST. MURRAY HILL 6718. COOKS \$75 upward, houseworkers, wait-resses. French chambermaids, useful maids; couples, cook-butler. 602 6th av., Jacquin's Agency. COLONIAL AGENCY, 18 W. 43d st., re-

couples, cooks, waitresses, chambermalds, general maids.

BLUE LIST, 2328 E-way (84th-85th)—Couples cooks, waitresses, chambermalds, nurses, governesses, houseworkers city place; best wages.

ELGM'S Employment Agency furnishes efficient, reliable houseworkers, chambermalds, cooks, nurses, waitresses, chambermalds, cooks; excellent positions. Tinka Andresse Employment Agency, 2294 Broadway, near 85d. Schuyler 7992.

LIDA SEELY AGENCY.

Butlers, 20 men, cooks, 2d cooks, k'maids, waitresses, ch'maids, laundresses, nursee.

OUPLES, city, country; cooks, \$79-\$125; waitress. Universal Agency, 825 Madison av.

The control of the co

Gepartments for saleswomen, introdacing our products and developing applicitly. No house-to-house calvassing. Dignified and pleasant.

Come in and talk if over with one of our successful saleswomen, who will be here Monday to meet you.

She will tell you of the substantial commissions now being paid to our women representatives and of your future in this organization.

Call Menday at 11 A. M. or at 3

E. M., or write for interview.

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E. M., or write for interview.

Call Menday at 11 A. M

weenen. Write only A. C. bex 29, 125 case

Stil et.

WOMAN, 20-40, educated, tact, initiative es.
sontial experience unnecessary; we train
sou for our work \$1,500, with future position open January 1. Taylor, room \$23, 522
tib av.

WOMAN, reliable, for general housework,
small family, partial care of baby, middle
sego preferred; seeking comfortable home
rather hau large salary; references necessary. Longace 3122.

WOMEN or youths can mese nice motive
selling most appreciated \$1,50 Christmas
gift. Bennett, room 614, 280 B'way.

YOUNG woman wanted, helpful, to assist
doctor and keep offices clean; experience
sinacessary; hours \$20 to 4. Apply immediately, 24 West Seth.

**CUNG GIRL wanted for flling in expert
office with some knowledge of typewriting,
stansfalary. Box H. C. 22 Bridge st. N. V.

**CUNG GIRL wanted for flling in expert
office with some knowledge of typewriting,
stansfalary. Box H. C. 22 Bridge st. N. V.

NOME display advertisement 101 magazines.

iNCH display advertisement 101 magazines, thrice, \$15. Wood's Popular Services, At-

collect, elegant out'll furnished; all colors and grades, ireluding allke, wools, heathers, Mac-O-Chee Mile Co., Pall 3825, Cincinnations

AGENTS WANTED.

TEN RAPID SELLERS, all profitable; wind-shield cleaners, spark plugs, transformers, visors, &c.; no investment; generous com-missions. Jubilee Mfg. Co., 4109 Sta. C. Omaha. Neb.

AGENTS - At once, five ladies to travel; demonstrate and sell dealers; \$40 to \$75 per week; railroad fare paid. Geodrich Drug Co., Dept. 1047, Omaha, Neb.

MALE HELP WANTED.

ADVERTISING MAN.

We fesire an aggressive, intelligent man who has had a thorough knowledge of the advertising situation in New York, experienced particularly in real estate advertising; the newspaper to be represented is well known in New York, and to an enterprising man of ability with initiative and full of ambition, who has been a producer, an excellent opportunity is offered.

In communicating with us give full experience, salary desired, also refer-ences. Address us confidentially. Box G 2023 Herald, Herald sq.

DVERTISING MAN AND ART DIRECTOR WANTED BY MAIL ORDER HOUSE: UST BE CAPABLE OF WRITING COPY. AKING LAYOUTS AND DIRECTING ART ORK; ONLY EXPERIENCED MEN NEED PPLY: STATE FULL DETAILS AS TO XPERIENCE. AGE AND SALARY EXECTED. B 1814 HERALD. 16TH ST. AUTOMOBILE TRIMMERS. Experienced Open Body Top Builders and Upholsterers wanted by the

wanted by the DURANT MOTOR CO. of New Jersey, North and Newark Avs., Elizabeth, N. J.

pon

Ber Wanamaker Beauty School,
435 5th Av., near 39th,

Op. Lord & Taylor, Tel. Vanderbitt 1176,
Brooklyn Branch School,
506 Atlantic Av. Opp. L. I. R. R. Sta.
LEADING SCHOOLS IN AMERICA.
Elephone 874 Prospect.
LEADING SCHOOLS IN AMERICA.
Earn \$50 Weekly
Hairdressing, Manicuring.
All branches taught: register now for high grade position, we cannot fill the demand reach out now for success in an environment of wealth and refinement; day, evening classes. We start you in business; easy terms. Write or call for particulars.

FREE TUITION, including even board and room, te wittutions, a recognition of the women, ages 18 to 15, learning the state of the state of

Bright boys in our employ are promoted so rapidly that we need a constant supply of new ones, 16 to 19 years old; the opportunities are unlimited and there are all sorts of positions into which boys can grow, the moment you start to work for us you begin to train for something better; a gramma school education is required and your chances are better if you are going to night school. United States Rubber Co., 38th stand Broadway.

BOY

FOR GENERAL OFFICE WORK AND TO OPERATE TELEPHONE SWITCHBOARD, ONE LIVING WITH PARENTS PRE-FERRED; GOOD WAGES TO START AND CHANCE FOR ADVANCEMENT. APPLY MONDAY MORNING AFTER 5.

WILLIAM J. TAYLOR CO., 7 EAST 42D STREET.

BOY WANTED

Boy wanted by large financial institution: high school education preferred; no experi-ence necessary; must be 17 years of agg, or over; splendid opportunity for boy with am-bition. Apply in person, room 1. 1 Madison av. New York city.

agents wanted and the state of the state of

mdertul gulred. Apply E. F., 11.0 Fark av. cor. ceulam. God st...

ceulam. Goll-PLE wanted; cook; form chauffeur, useful country; must have good references.
Apply between 9:30 and 12. G. L. Johnson,
proferred, with good references; city; S140.

Z soap, GOUPLE, good cook, useful butler, French
proferred, with good references; city; S140.

COUPLE, good cook, useful butler of useful butler-chauffeur; good wages. Wettler's Agency, 29 West 43d st...

d lists. COUPLE, first class cook, useful butler; COUPLE, first class cook, useful butler; English preferred; country; \$150-\$170. Wet-tler's Accepty, 20 West 43d st. COUPLE, butler and cook, at once. Agency, 682 6th av. COUPLE, attendants, \$120, Agency, 682

CREDIT MAN.

PIRET CLASS, WHO HAS BEEN SUCCESSFUL, ONE ACQUAINTED WITH DEPARTMENT STORE AND DEVELOPE STATES OF VOIR PORMER POSITIONS AND EXPERIENCE, STATING REFERENCES AND SALARY DESIRED APPLICATIONE HELD IN STRICT CONFIDENCE. BOX 415, 2501 WORLD TOWER BUILDING.

MALE HELP WANTED.

DELIVERY PACKERS. HOUSEFURNISHING

DISPLAY BOX MAN WANTED TO ACT IN CAPACITY OF SALES MANAGER, ADVERTISING EXPERIENCE DE-SIREID, ALSO EXE "TIVE ABILITY; OPPORTUNITY EXCELLENT WITH, A NUMBER ONE ONNERN: GIVE PAST, REFERENCES, PRESENT EMPLOY-MENT; ANSWERS CONFIDENTIAL, Y 2071 HERALD, 280 BWAY. DRAFTSMAN, mechanical, famillar with

DRAFTSMAN, mechanical, familiar with machine tool designing, autoroastic or printing machiners, not lik and fixture work; employment probably New York city; state age, experience, wages expected, &c. T 2067 Herald, 280 Bway.

DRAFTSMAN, preferably with designing experience on engines or air compressors.

EARN 825 weekly, spare time, writing for newspapers, magazines; experience unnecessary; details free. Press Syndicate, 379, St. Louis, Mo.

ENTRY CLERK—State age, experience, salary expected; give references and what church you attend hardware supply business; must be good penman and correct at figures. Address Reacutaw, P. O. box 5, Station O.

FOREMAN, experienced on state, railings

Station O.

FOREMAN, experienced on stairs, railings and miscellaneous from work; state age, experience and references; replies will be kept in strict confidence and incomplete answers will not be considered. P. E. A., 400 W. 426 st.

HIGH CLASS SALESMAN,

TO AN AMBITIOUS, ENERGETIC SALESMAN THAT WOULD LIKE AN OPPORTUNITY TO BUILD HIMSELF INTO EXECUTIVE POSITION, TO MEN THAT CAN SHOW CLEAN RECORD AND WHOSE INCOME, MUST BE ABOVE THE \$5,060 MARK WE WILL GIVE THE OPPORTUNITY TO QUALLIEV, APPLICATIONS WILL BE RECEIVED BY MAIL ONLY, PERSONAL INTERVIEW WILL BE ARRANGED AT OUR EXPENSE, ADDRESS SALES ANAGER, ROOM 1201, 160 BROADWAY, NEW YORK CITY.

HIGH school boys, here is your chance to make some nice Christmas money selling a clever little Christmas morelty that is brand new and appeals to every one; small deposit required for samples. Call at 118 E. 28th st. Room 704. HIGH school graduate to learn good business outside city; salary \$15. Suite 1715, 303 5th av.

INSPECTORS.

Graduates of TECHNICAL HIGH SCHOOL, who have had at least 2 years experience in handling men, will find ex-ceptional opportunities for development in our TELEPHONE CENTRAL OF-FICE INSTALLATION and INSPEC-TION DEPARTMENT. Call all day at

Western Electric Co., Inc Installation Training School, 151 5th av., New York.

JAPANESE by bachelor as first class cook, butler, valet and general housework, with excellent personal references. G 2012 Herald, Marald se

MAN-We have an opening for a man. Christian, with some business experience, but need business experience, but need business experience are permanent and profitable position and stick to it; excellent chance for advancement to the right man. Y 2005 Heraid, 250 Heraid, 25

PORTER wanted for clothing factory; must also run errands. Apply Sunday, after 9 A. M., Helfert & Markowitz, 125 Bowery, top floor.

A. M. Helfert & Markowitz, 125 Bowery, App floor, EENTING MAN.
One experienced it new leases and rehewaler familiarity with all types of property preferred must have pleasing personality, initiative and diplomacy, the right of our control of the Neet houses in the city will be pair a substantial, salary, experienced men, only need apply P GE Merale, 286 Broadway.

REAL estate salesman under 30, Christian, five years or more experience and active on Broux real estate; office gatabilished many years; commission of 40 pengenent, and drawing account. Write C. E. D., how 720, 2914.

REPRESENTATIVE. REPRESENTATIVE.

Wanted—A high calibre man of good address and education, capable of interviewing big mon; only man accustomed to incomes of \$10.000 or over will be considered. This to be interviewing big mon; only man accustomed to incomes of \$10.000 or over will be considered. This to be interviewing to the considered of the proposition of exceptional monitorial on commission and of the interviewing service to teach people how to feed them being a real estate, security or insurance proposition but a genuine opportunity for the proposition of the proposition of exceptional monitorial or appointment write F. A., SALESMAN, hard fibre cordiage, for New Box 482 care Miller Advertising Service, 25 (e. insurance, on commission basis L. 2007. Herald, Herald at SALESMAN selling art enteroidery depart ment take side-like stamped and fluted linens on commission. U 1826 Horald, Bronx.

Call rooms \$12.0 Wool and the repeat \$2.000 in the \$10,000 a pear to the rate of at least \$5,000 the flowday.

SALESMAN on flowers and feathers for jobiong trade; must be well acquainted with service to teach people how to feed them; with large of correctly. L. 2004 Horald, So Broadway.

SALESMAN on flowers and feathers for jobiong trade; must be well acquainted with service to the flowday.

SALESMAN on flowers and feathers for jobiong trade; must be well acquainted with service to the distribution of the repeat of the repeat of the rate of at least \$5,000 the flowday.

SALESMAN on flowers and feathers for proposition and draws.

SALESMAN on flowers and feathers for should be accurately and the rate of at least \$5,000 the flowday.

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SALESMAN on flowers and feathers for should be accurately as a population of accurate and proposition of accurate and proposition of accurate and proposition of accu

MALE HELP WANTED.

SALESMEN.

PACKERS.

Apply Employment Office,
H. C. F. KOCH & CO., INC.,
125TH STREET, WEST.

AN INVITATION
TO HIGH CLASS MEN WHO
MAY DESIRE TO ALLY THE MAY DESIRE TO ALLY THEMSELVES IN A MONEYMAKING CAPACITY WITH A GREAT INDUSTRIAL

The plain story of an extraordinary selling proposition will be related to-morrow (Monday), at 3 o'cleck to an assembly of prospective salesmen who believe that they have in them an earning capacity of from \$5,000 to \$10,000 per year.

per year.

To sketch it briefly, it may be stated that a group of eight gentlemen of the highest standing in the scientific and commercial world, each of whom has won success in a large way, re ently inaugurated an important industrial on torprise on such a comprehensive scale as to warrant the financial cooperation of other representative men who may not choose to be active in the management of the enterprise, but who would like to have a moneyed interest in ft.

Security salement of the better sort

Security salesmen of the better sort are required to present the proposal in detail to these prospective participants. They are provided with modern office facilities, decks for correspondence, etc.; spacious reading room and other up to date educational facilities such as are supplied by representative downtown financial concerns. Liberal commissions paid weekly.

SALESMEN

and specialty men wanted for New York and New Jer-sey; those who can prove themselves to be salesmen answer; we have no room for pencil pushers; commis-sion or drawing account. Should you be able to qualify for the above call and see M.

SALESMEN.

This house is selling to the investor through a high grade sales organization the issue of an exact south of the sales in the East. Cooperation extended by present stockholders. Our plan of securing business gets results by overcoming the sales resistance usually encountered through the possibility of the sales resistance usually encountered through the possibility of the sales above the average. Worthy of your investigation. Interview at Suite 1012, 1819 Broadway, New York city.

SALESMAN WANTED. A large brass manufactur-ing corporation (Christian), located in New York city, has an opening for an ener-Herald 86.

JENIOB DRAUGHTSMAN.

Work on insurance maps, location, New York city. Neat work and good lettering essential. Experience on building plans, maps and filling destrable. Repty in own hands riting or typing, stating age, duce the control of the control

SALESMEN, familiar with and experienced on Ford cars; exceptional opportunity for three real producers to become connected with the largest Ford distributor in Westchester county. Call mornings before 10 A. M., McMillam Motors Corp., 176 South Broadway, Yonkers.

SALESMAN, FIRST CLASS, FOR MIDDLE WIEST, TO REPRESENT WELL ESTABLISHED SILK RIBBEON MANUFACTURERMUST BE THOROUGHLY EXPERIENCED IN SELLING RIBBEON SOUR THIS TERRITORY WRITE BOX S. R., NOOM 1201, 20 WEST 42D ST.

SALESMEN-NECKLACEE, BEADS, FANCY GOODS, &c., for various territories. Only floor having large following and experience in above lines will receive consideration. in above lines will receive consideration. Salary signist commission. A good opportunity for the future is offered. H. Woiff & Co., 20 E. 20th st.

EALESMEN-DUE TO PROMOTION WE HAVE OPENINGS FOR INGH CALIFFE SPECIALTY SALESMEN TO SELL. ON COMMISSION BASIS THE HIGHEST TYPE OFFICE SPECIALTY GUARANTEED TERMITORY ADD. INDEX CORP., 305 EWAY

SALESMEN to follow stockholder leads, Splendid money maker for sacractic type, Only men with real references considered, Close cooperation and every office assist-ance. Commission only. Call 19 A. M., Reeni 721, 165 Broadway. Roem 721, 165 Broadway.

***ALESMEN, RIGH GRADE ONLY, FOR COMMERCIAL BANKING HOUSE RAPIL ADVANCEMENT TO REAL MAN: NO STOCK SALESMEN.

***SUITE 604, 255 BROADWAY.

ALESMAN wanted with newspaper books or magazine experience, special holiday fifer, experience not essential; men now arning 540 per week and up. See Mr. Luddels, 192 Market et. Newark, N. J. wig. 162 Market st., Newark, N. J.

SALESMAN—Export high grade salesman acquainted with the textife export trade, who can handle a clever children's play suit proposition on a large scale. Tronall Factories, Papt. C. Cincinnati, Chilo.

SALESMAN—Sold to sell tollet paper from factory to wholesaler; experienced man preferred. Call rooms 3416 Woolwerth Bidg., tel. Barclay 5526.

MALE HELP WANTED.

HEAR WHAT I GOT FOR CHRISTMAS.

Two weeks ago I ran an advertisement in this section and signed my initials. W. H. W. I told how I had been floundering around, working at first one job and then another-never really getting anywhere. I told how I answered this company's advertisement-came over-met the executives-and started in as a saleaman, I certainly give thanks now that I did. Not only can I prove that in nine weeks I made \$2,540—an average of \$250 a week—BIT—

BUT-SOMETHING ELSE HAPPENED. Talk about your Christmas presents! Last Christmas I got the fattest gift

ast Christians my life, my life, my life, was PROMOTED, became DISTRICT MANAGER, became DISTRICT met nine we heat that for just nine we with this control of the control of Can you best that—for just nine weeks work? When I came with this com-pany I did not know a soul in it. I knew nothing about the work I had to do. I didn't know where to go to make was an absolute and utter "green-

But not for long.

I was surrounded by the livest wires in the selling game. Men who not only fold me this proposition could be sold in a big way—but backed up their statements with the positive proof that they HAD SOLD IT. Aside from the big income I enjoyed—I made more friends and finer friends in those three months than I saver made in all the rest of my life put together.

in those three months than I aver made in all the rest of my life put together. This preposition is REMARKABLY easy to sell. The company gave me thorough instruction, and in less than no time, I was out selling. To prove my faith in this company—I would put my own last dollar into it if I were ever fortunate enough to be given such an opportunity. There is not a single man to whom I have sold who is not delighted with his purchase. I can so calc to him as a friend. This is the chance of chances for a manual the backbone, ambition and her backbone, ambition and her backbone in the chances of the world—which, for the New Year. The company is engaged in one of the oldest industrial businesses of the world—which, for the first time, has been properly organised. When such an exportunity as this is offered whereby salesumen of only average capabilities like investigation of those selected. But—do not let this scare you off. There isn't a man here who is a "wizard" or poseesses any SUPER ability. Industry are the two

"witard" or possesses any SUPER ability.
Industry and Persistency are the two big things that count.
A then's willingness to work and keep on working. And the job is not merely a TEMPORARY ONE.
Any man who will do his best can make a permanent connection and never have to worry about a "job" again.

Any man who will do his best can make a permanent connection and never have to worry about a "job" again.

Imagine how happy I was over my premotion to DISTRIGT MANAGER.

AND THAT IS NOT ALL.
Imagine my still greater happiness when three months later—within aix months from the time I started—I was selected to be the Assistant to the President of the Corporation. I hold that position now.

I have a lucratir e income and a permanent place in the greatest organization that I have ever had anything to do with, and I know that there are even still higher promotions in store for me if I just keep on going and do my best.

I don't care how many advertisements you have answered in the past.

Nor how much you may "doubt."

There is one thing you cannot doubt—amd that is that you can come and meet men like myself and get the proof that every one of us started as salesmen and won our promotions to executive positions by our own efforts alone. The only thing that can keep you back from answering this advertisement will be lack of confidence in yourself—and when a man lacks confidence in himself—"good night."

It you still believe that you could be advertisement will be lack of confi-dence in yourself—and when a man lacks confidence in himself—'good night.'

If you still believe that you could be a bigger success than you are now— Then write a short note— We will give you an interview—Tell you everything about the proposition— hiroduce you to some of the biggest producers and finest fellows you have ever mer—and convince you that what we have done in financing this cor-poration—you can do also.

we have done in financing this cor-poration—you can do also.

Just write the letter now.

State when it will be convenient to call for an interview, and I per-sonally guarantee that you will not be disappointed. Remember—This com-pany offers five DISTINCT INDUCE-MENTS—

certain promotions to high execu-tive positions paying a combina-tion salary and commission (to the men who prove their ability). The personal assistance of all the executives in helping you get executives in helping you get started.

5. A corporation of international rep-utation having on its Board of Directors the biggest industrial and relentific experts in the coun-try.

All that I ask of you is to write us a letter. Be broadminded enough and interested enough in your future to come and near the story of my success and learn how you can duplicate it. The opportunity is there—Wher, will YOU be here? Be a spendthrift and spend five minutes and a 2c, stamp to send me your name and address. Nobody is paying me one cent to talk to you.

Noticely is paying he one cent to tast to you.

I simply want to be a good fellow enough to pass a good thing along. I have now given up a whole hour of my time to detate this thing to you. Come over and see us.

Come and find out what the proposition is, anyhow.

You are bound to gain SOMETHING by it!

Come on, we want to meet you.

(Signed). W. H. W. Write V 6, Herald, Herald Square.

WHOLE.

SALESMEN,
WHOLE,
to sell to the individual investor an
issue of collateral trust 8% gold bonds
trusteed by one of the largest banks
in New York; previously sold to banks
and trust companies. An exceptional opportunity in the cost profitable fleid of security sellion.

A very liberal commission arrangement will provide a steady income and a permanent connection.

Closest house cooperation and a thorough training that will equip the inexperienced to make good in this Besecially attractive to those desir-ing to increase their income without interfering with their present em-

Call or phone for appointment
to to 5. EVENINGS AFTER 7 P. M.
MR. ACHESON.
sof Fisk BldG. PHONE CIRCLE
57TH ST. AND BWAY.
7313. SALESMAN HOSIERY MILL LINE WITH EXPERIENCE AND FOLLOWING IN METROPOLITAN DISTRICT PREFERRED; SMALL SALARY SPART WITH GOOD OF PORTUNITY TO WORK UP. R 566 HER-

SALESMEN.—Owing to unusual demand we can use two more men; must be good credit risk, bermanent position with fine future for right man. Call after 2 P. M., Room 411, Bank bf Manhattan Bulking, Jamalen. Jamaica.

SALESMAN—Be a business man, not a salesman, you reallied at no man ver succeeded without help from some other man; see me. I know how you feel; compensation will please you. E. D. Ranson suite 110: 120 W. 45d. 10 A. M.-1 P. M.

MALE HELP WANTED.

SALESMEN.

A MOST UNUSUAL OPPORTU-

NITY FOR MIGHT-GRADE SALES-WHO HAVE BEEN ACCUSTOMED \$12,000 TO \$15,000 YEARLY BY THE MAUSOLEUM COMPANY OF UNION HILL, N. J. SALESMEN ARE ASSISTED BY A VERY EX-TENSIVE ADVERTISING CAM-PAIGN, AS WELL AS MANY SAT-ISPIED PURCHASERS OF SPACE IN THE LARGEST MAUSOLEUM IN THE WORLD, NOW UNDER CONSTRUCTION; DRAWING AC-COUNT AND COMMISSION. AP-PLY TO THE ABOVE COMPANY.

SALESMEN.

AN IDEAL POSITION

AND AN EDUCATION FOR

PERMANENT BUSINESS FUTURE.

One of the largest life offices in
the city of New York has so perfected its plans that it has developed its business along modern
commercial lines.

To acceptable applicants (who
must have had a successful experience as salekmen) it will guarantee a course in life insurance in
their training school and a drawing account during the training
period with a permanent position
thereafter to those who show
themselves qualified for the work.

This is a most unusual offer and
will be open only for a limited
time.

Only men of unquestioned integ-

time.
Only men of unquestioned integrity and with high grade references will be considered.
L. A. Cerf, Manager, Mutual Benefit Life Insurance Co. Call at 118 West 44th st., Room 605, any day before 1 o'clock.

SALESMAN.

To call on dressmakers with a line of the highest class silk and woolen dress fabries, including foreign novetties. This is an opportunity for an exceptionally high grade man to become associated with an old established firm of the highest standing. The man who can qualify for the position will be given the cream of the trade in New York city and vicinity. In replying, state full particulars, including age, experience and salary. L 2097 Herald, Herald sq.

SALESMEN.

HIGH CLASS, FAMILIAR WITH WARE AND FANCY GOODS LINES, HAVING ESTABLISHED TRADE DEPARTMENT STORES, DRY GOODS STORES AND SPECIALLY. SHOPS APPLY FOR THE AND THE COVERED AND REFER-EXCES, FIXED SALARY OR COM-MISSION.

ATTENTION SALESMANAGER.

SAMSTAG & HILDER BROS.

1200 Broadway, New York.

SALESMAN acquainted with the notion and fancy goods buyers medium sized cities, States Illinois, Indiana, Ohio; salary and commission

A. STEINHARDT & BRO., 860 Broadway, New York.

SALESMAN.

SIDNEY BERNHEIMER & CO. REQUIRE TWO ACTIVE AI DRA-PERY SALESMEN FOR WEST-ERN TERRITORY. APPLY BY LETTER ONLY, ST WORTH ST.

SALESMEN
to sell Sterno canned heat;
must have traveling experience
and unquestionable references.
ROAD POSITIONS:
SALARY AND COMMISSION.
Apply by letter only, stating age, detail experience,
with exact former dates of
employment, territories covered. Address Sterno, Box 105,
Station F, Manhattan.

SALES executive, experienced, not over 35 years of age, experience commensurate with salary expected; two minor sales supervisors positions also open; salary for these \$4,000 up; corporation has present sales force of 200 covering retailers in the United States; give all details, stating experience and salary expected. Address Box 496, Real-service, 15 East 40th.

SALESMEN WANTED.
You collect your commission upon sale; \$5
made on every order; sell Concord Unfermented Grape Juice; our men making average of \$2.5 a day. Apply for particulars
after 2 P. M., Eastern Grape Juice Co., 1441
Roadway, room 301. Brocklyn office, 2
Howard av., opposite Bushwick Theater,
room 6.

SALESMEN for New York and deinity, to solicit the retail dry goods and drug trade on a specialty hair curier; good opportunity for the right party; salary or commission.

A Steinhardt & Bro., Broadway and 17th at. SALDSMEN - Importing face and curtain goods concern offers splendld opportunity in several territories for salesmen to call on ory goods trade; 124% commission; good sideline. Box V 2081 Herald, 280 Broadway.

> SELL CERTIFICATES of

AN INDUSTRIAL BANKING INSTI-TUTION:

No previous selling experience required. Mr. Wilson, for many years associated with one of the largest New York city trust companies, will teach you the fundamentals of the banking business, and the psychology of bond selling.

MALE HELP WANTED.

SECURITY SALESMAN.

A certain Bond and Mortgage House, doing an annual business of \$3,000,000, established 30 years, during which no investor ever lost a dollar, is enlarging its field of activities.

Selling plan entirely new. Opportunity offers permanent connection with attractive future. Commission should average \$250 per week. Vacancy for city salesman, also district sales manager with a car, in exclusive territory. Personal interview. Address Barnes Finance Company, 2. Rector st. Telephone Whitehall 5308.

SECURITY SALESMAN
For Conservative Investments.
The man who becomes associated with us will sell a security competing only with the best investment securities on the market. From the standpoints of safety and profit he will give precedence to nobody. He must, lowever, be a salesman capable of precenting convincing facts forcefully. It would help if he were familiar with the profits armed by established financial corporations Such a man will be able to earn a very estifactory income on a commission basis. No drawing account. Peferences required. Apply 2 to 4 Monday, Room 1511, 41 East 42d st.

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Salesmen with experience and clientels to distribute stock of an expanding manufacturing concern which has paid regular dividends past six years. Products internationally known, and corporation numbers among its clientels the largest companies in the country. Commission basis. Address in confidence G 2062 Herald, Herald sq.

SECURITY SALESMEN.
To sell an attractive issue: full cooperation; good opportunity and permanent consection for the right man. Mr. Pault.
Room 62, 180 Proadway.

SECURITY SALESMAN
to nell sfock, honest corporation; commission
basis; no advances; references required. Box
692, 1840 Broadway.

SHIPPING CLERK, COMPETENT, by large tire manufacturing concern; must be experienced in shipping tires and well recommended. Apply Y 2030 Herald, 280 Broadway

SODA dispenser for new high class fountain and candy department, thoroughly familiar with every branch of the business, capable of taking full charge; excellent opportunity for efficient man. Adam Trepel, 802 Flatbush av., Brooklyn.

SOLICITOR wanted by Custom House broker; apply by letter, Y 2002 Herald, 250 Broadway. SUCCESSFUL SALESMAN who would like to locate in New York City is wanted to represent a large coporation in negotiations of a difficult nature; position worth \$5,000 to right man. J. H. Huntington, Jr., 118 West 44th st. Call before 1 o'clock.

TESTERS. We have a place in our TRAINING SCHOOL for men who have had education along MECHANICAL, ELECTRICAL OF CIVIL ENGINEERING lines for development as AUTOMATIC TELEPHONE CENTRAL OFFICE CIRCUIT EXPERTS: good opportunity for advancement.

Western Electric Co., Inc., Installation Training School 151 5th av., New York.

Full pay while learning.

VALET-Single, Chinese or Filipine, age 18 to 25; competent, reliable, able to take full charge bachelor apartment and do plain cooking Apply after 10 o'clock, 29 East 29th, apartment 4. VALE 'ATTENDANT to take entire charge bachelor's apartment. Call at once. C. N. 58 East 89th. WHAT JOB ARE YOU FITTED FOR? Find out! Send for tree booklet "G." H. R. Balkin, Character Analyst and Vocational Adviser, 923 Wainut at., Philadelphia, Pa.

YOUNG MEN.

We want men 19 to 30 years of age for ELECTRICAL work; applicants must know ELECTRICAL THEORY; we train you and pay you WHILE LEARNING. These positions are permanent and repayour interest with advancement. Reply, give your interest with advancement. Reply, giving age, experience, education and salary expected, Electrical, 825 Herald, 280 B'way

TOUNG man of good address and habits who has decided to take up sales work as a profession. We have an opening carrying with it moderate compensation: commission basis; drawing account to reliable man after he has demonstrated his ability; mechanical office specialty. Unlimited opportunity for securing all around sales experience for a hard working, aggressive and ambitious chap. Old established business. Address R 395 Herald.

YOUNG MEN.

Two bright young men with long expertence in BEAD AND NECKLACE line who
would be willing to reside out of New York
and open up new territory, starting with
moderate salary with exceptional chance for
advancement. Address in writing only, staring experience, &c., H. Wolff & Co., 20
E. 20th st. E. 20th st.

YOUNG MAN A large corporation wants a young man to fill a vacancy in sales department of Yonkers office; experience unsecessary; must stand close investigation; the right man will be assured of good pay, a permanent position and advancement according to ability. Box Y 29, Miller Adventising Service, 28 Bast 42d st.

YOUNG MAN

wanted, Christian, 8 years old, for pur-chasing department; knowledge of typewrit-ing required. 440 4th av., corner 30th st., 16th floor. 16th floor.
YOUNG MAN, familiar with general printing business who is anxious to connect
with real progressive concern: must start at
moderate salary until he makes good; give
full particulars of experience and salary expected. V 678 Hernid, 280 E'wgy.

full partial process of the process YOUNG man, stenographer and general office assistant, wanted by bristle im-porter. State age and salary espected. R 592 Herald, 250 Broadway. YOUNG men, high school graduates, dependable, eager to learn, hard workers; must be free to leave city: \$1,500 first year, also bonus. Write A. F. Robin, 9 E. 46th.

YOUNG man, 15 years, for file room thristian firm; salary \$60 month, tion Sectiring Bureau, 206 B'way. Room Call 8-9. SALESMEN—Several to handle security of useful for concern with reputation and large bisking; leads furnished; highest commission paid weekly, drawing account to producers.

Apply at Room 521E, 30 Church st. YOUNG MAN, Christian, to learn selling a commercial commedity in city; experience not necessary; 215 drawing account to start S 100, 206 B way.

> YOUNG draughtsman, salary moderate, apply Denhy & Nute, Architects, 583 Park av YOUNG MAN in office of large automobil concern, state experience in detail, salar and age. Y 2009 Herald, 280 Broadway.

BWAY EXCHANGE AGENCY 1482 BWAY, ROOM 810 Reorganized and under new management MILDRED D. MACFARLANE, PROP., JESSIE POWELL ARNOLD, MGR,

Instruction.

MEN WANTED TO BECOME DRAFTSMEN.
Salary \$250-\$4500 monthly when competent.
chief draftsman will train you at your home,
also furnish FREE all tools; training given
until in position at above salary. Address
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OTRESPONDENCE SCHOOL courses only
one quarter original price; bargain price
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LEARN a suitable trade, linetype operators receive \$2.500; high class, dignified trade treatigate. Empire School, 133 E. 16th.

LA SALLE Extension University, largest business training institution in the work.

This course should enable you to begin carning at the rate of at least \$5,000 the first year find the repeat business should place you in the \$10,000 a year class. Write for appointment. Box R 509 Herain, 250 Broatway.